

Message Text

UNCLASSIFIED

PAGE 01 ROME 07637 110007Z POSS DUPE
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----120955Z 126097 /11

R 101733Z MAY 77
FM AMEMBASSY ROME
TO USDOC WASHDC
INFO SECSTATE WASHDC 4509
AMCONSUL MILAN
AMEMBASSY PARIS

UNCLAS ROME 7637

USDOC FOR BIC/OED/OPS, STRAUSS LEON (SPECIAL HANDLING REQUESTED);
PARIS FOR GEORGE RUFFNER, PARIS AIR SHOW

E.O. 11652: N/A
TAGS: BEXP, BTIO, IT
SUBJ: PRODUCT OPPORTUNITY: SELF-CONTAINED GENERATOR/BEACONS
FOR ITALIAN AIRPORTS

1. CIVILAVIA (DIREZIONE GENERALE AVIAZIONE CIVILE IN THE ITALIAN
MINISTRY OF TRANSPORT) HAS EXPRESSED "URGENT" INTEREST IN
ACQUISITION OF 100 TO 150 SELF-CONTAINED GENERATOR/BEACON
SYSTEMS FOR INSTALLATION IN ISOLATED LOCATIONS NEAR CERTAIN
ITALIAN AIRPORTS. BEACON WOULD BE 500 (FIVE HUNDRED) WATTS
AND WOULD BE PLACED ON MOUNTAINS, HILLS AND OTHER AREAS WHERE
WARNING LIGHTS ARE NECESSARY BUT TO WHICH INSTALLING ELECTRICAL
LINES WOULD BE TOO EXPENSIVE OR COMPLICATED.

2. PRIMARY INTEREST CENTERS ON THE GENERATOR ITSELF, WHICH
MUST HAVE FOLLOWING CHARACTERISTICS: SELF-GENERATING (I.E.,
SOLAR ENERGY DURING THE DAY, WINDMILL OR ANY OTHER SUITABLE
TECHNOLOGY); CAPABLE OF SUSTAINING 500-WATT LIGHT THROUGHOUT
NIGHT OR OTHER DARK PERIODS ON STORAGE BATTERIES; AND COMPLETELY
PROTECTED AGAINST ELEMENTS. SYSTEM MUST OPERATE UNATTENDED
(REQUIRING MONTHLY INSPECTIONS ONLY) AND MUST THEREFORE HAVE
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AN AUTOMATIC SWITCHING DEVICE TO ACTIVATE LIGHT.

3. CIVILAVIA WOULD LIKE TO BUY ONE OR TWO COMPLETE SYSTEMS FOR
EVALUATION PRIOR TO FINAL PURCHASE DECISION. PEOPLE TO CONTACT
ARE: ISPETTORE DR. ING. VALERIO BONATO AND DR. ING. BRUNO
SALVI (CIVILAVIA, MINISTERO DEI TRASPORTI, PIAZZA DEGLI ARCHIVI,
00144 ROMA EUR. TELEX: 64080 TRAVICIV; TELEPHONE: 06-5996).

ALTERNATIVELY, EMBASSY COMMERCIAL SECTION CAN PASS ANY MATERIAL
TO BONATO AND SALVI.

4. FOR RUFFNER: FYI. THIS TRADE OPPORTUNITY AT LEASE PARTLY
GENERATED (FORGIVE PUN) BY PROMOTIONAL EFFORT IN SUPPORT OF
PARIS AIR SHOW/U.S. PAVILION.GARDNER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 10-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977ROME07637
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770167-0519
Format: TEL
From: ROME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770574/aaaacrr.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Review Action: RELEASED, APPROVED
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SAS ID: 2581561
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Subject: PRODUCT OPPORTUNITY: SELF-CONTAINED GENERATOR/BEACONS FOR ITALIAN AIRPORTS
TAGS: BEXP, BTIO, IT
To: COM
Type: TE
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Review Markings:
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